Regular Subs
Totals

	No. Mailed	No. Resp.	No. Paid	No. Billed	Amt. Paid	Amt. Billed	Est. Pay-up Amt.	Net Amt. Paid-up	Net Paid-up	Est. 1 Yr. Paid-up	Est. 2 Yr. Paid-up	Est. 3 Yr. Paid-up
Advance	na	0	0	0	$0	$0	$0	$0	0	0	0	0
Effort 1	13,700	3,425	2,809	617	$91,557	$20,098	$16,078	$107,635	3,302	2,311	660	330
E2 & Tip-on 1	10,275	2,055	1,685	370	$59,990	$13,168	$10,535	$70,524	1,981	1,387	396	198
Effort 3	7,540	905	742	163	$26,413	$5,798	$4,638	$31,051	872	611	174	87
Effort 4	6,635	995	816	179	$29,054	$6,378	$5,102	$34,156	959	672	192	96
E5 & Tip-on 2	5,640	846	694	152	$24,696	$5,421	$4,337	$29,033	816	571	163	82
Effort 6	4,577	687	563	124	$20,043	$4,400	$3,520	$23,563	662	463	132	66
Effort 7	4,891	489	401	88	$14,277	$3,134	$2,507	$16,784	471	330	94	47
Mop-up	4,402	220	180	40	$6,425	$1,410	$1,128	$7,553	212	149	42	21
	57,660	9,622	7,890	1,732	$272,454	$59,807	$47,846	$320,300	9,275	6,493	1,855	928

Gift Subs
Totals

	No. Mailed	No. Resp.	No. Paid	No. Billed	Amt. Paid	Amt. Billed	Est. Pay-up Amt.	Net Amt. Paid-up	Net Paid-up	Est. 1 Yr. Paid-up	Est. 2 Yr. Paid-up	Est. 3 Yr. Paid-up
Advance	na	0	0	0	$0	$0	$0	$0	0	0	0	0
Effort 1	3,000	240	204	36	$4,284	$756	$605	$4,889	233	221	12	0
E2 & Tip-on 1	2,760	221	188	33	$3,941	$696	$556	$4,498	214	203	11	0
Effort 3	2,370	118	101	18	$2,115	$373	$299	$2,414	115	109	6	0
Effort 4	2,251	180	153	27	$3,215	$567	$454	$3,669	175	166	9	0
E5 & Tip-on 2	2,541	127	108	19	$2,268	$400	$320	$2,588	123	117	6	0
Effort 6	3,463	173	147	26	$3,091	$545	$436	$3,527	168	160	8	0
Mop-up	3,290	164	140	25	$2,936	$518	$415	$3,351	160	152	8	0
	19,675	1,224	1,040	184	$21,850	$3,856	$3,085	$24,935	1,187	1,128	59	0

Agencies
Totals

	No. Mailed	No. Resp.	No. Paid	No. Billed	Amt. Paid	Amt. Billed	Est. Pay-up Amt.	Net Amt. Paid-up	Net Paid-up	Est. 1 Yr. Paid-up	Est. 2 Yr. Paid-up	Est. 3 Yr. Paid-up
Advance	na	400	360	40	$13,122	$1,458	$1,385	$14,507	398	338	40	20
Effort 1	500	250	225	25	$8,201	$911	$866	$9,067	249	211	25	12
Effort 2	200	120	108	12	$3,937	$437	$416	$4,352	119	101	12	6
	700	370	693	77	$25,260	$2,807	$2,666	$27,926	766	651	77	38

Grand Totals	78,035	11,216	9,623	1,993	$319,564	$66,470	$53,597	$373,161	11,229	8,272	1,991	966

Regular Subs Totals

	No. Mailed	No. Resp.	No. Paid	No. Billed	Amt. Paid	Amt. Billed	Est. Pay-up Amt.	Net Amt. Paid-up	Net Paid-up	Est. 1 Yr. Paid-up	Est. 2 Yr. Paid-up	Est. 3 Yr. Paid-up
Advance	na	0	0	0	$0	$0	$0	$0	0	0	0	0
Effort 1	14,100	3,525	2,891	635	$94,230	$20,685	$16,548	$110,778	3,398	2,379	680	340
E2 & Tip-on 1	8,100	1,620	1,328	292	$47,291	$10,381	$8,305	$55,596	1,562	1,093	312	156
Effort 3	7,300	876	718	158	$25,572	$5,613	$4,491	$30,063	844	591	169	84
Effort 4	6,424	964	790	173	$28,129	$6,175	$4,940	$33,069	929	650	186	93
E5 & Tip-on 2	3,620	543	445	98	$15,853	$3,480	$2,784	$18,637	523	366	105	52
Effort 6	4,577	687	563	124	$20,043	$4,400	$3,520	$23,563	662	463	132	66
Effort 7	3,756	376	308	68	$10,964	$2,407	$1,925	$12,889	362	253	72	36
Mop-up	3,380	169	139	30	$4,934	$1,083	$866	$5,800	163	114	33	16
	51,258	8,759	7,182	1,577	$247,016	$54,223	$43,378	$290,395	8,444	5,910	1,689	844

Gift Subs Totals

	No. Mailed	No. Resp.	No. Paid	No. Billed	Amt. Paid	Amt. Billed	Est. Pay-up Amt.	Net Amt. Paid-up	Net Paid-up	Est. 1 Yr. Paid-up	Est. 2 Yr. Paid-up	Est. 3 Yr. Paid-up
Advance	na	0	0	0	$0	$0	$0	$0	0	0	0	0
Effort 1	3,000	240	204	36	$4,284	$756	$605	$4,889	233	221	12	0
E2 & Tip-on 1	2,760	221	188	33	$3,941	$696	$556	$4,498	214	203	11	0
Effort 3	2,370	118	101	18	$2,115	$373	$299	$2,414	115	109	6	0
Effort 4	2,251	180	153	27	$3,215	$567	$454	$3,669	175	166	9	0
E5 & Tip-on 2	2,171	109	92	16	$1,938	$342	$274	$2,212	105	100	5	0
Effort 6	2,057	103	87	15	$1,836	$324	$259	$2,095	100	95	5	0
Mop-up	1,954	98	83	15	$1,744	$308	$246	$1,991	95	90	5	0
	16,565	1,069	908	160	$19,074	$3,366	$2,693	$21,767	1,037	985	52	0

Agencies Totals

	No. Mailed	No. Resp.	No. Paid	No. Billed	Amt. Paid	Amt. Billed	Est. Pay-up Amt.	Net Amt. Paid-up	Net Paid-up	Est. 1 Yr. Paid-up	Est. 2 Yr. Paid-up	Est. 3 Yr. Paid-up
Advance	na	500	450	50	$16,403	$1,823	$1,731	$18,134	498	423	50	25
Effort 1	400	200	180	20	$6,561	$729	$693	$7,254	199	169	20	10
Effort 2	150	95	86	10	$3,116	$346	$329	$3,445	95	80	9	5
	550	295	716	80	$26,080	$2,898	$2,753	$28,833	791	672	79	40

Grand Totals	68,372	10,122	8,806	1,816	$292,170	$60,487	$48,824	$340,994	10,271	7,568	1,820	884

Option B: Bi-Monthly Beginning with #74 (Mar/Apr 1992)

Regular Subs
Totals

	No. Mailed	No. Resp.	No. Paid	No. Billed	Amt. Paid	Amt. Billed	Est. Pay-up Amt.	Net Amt. Paid-up	Net Paid-up	Est. 1 Yr. Paid-up	Est. 2 Yr. Paid-up	Est. 3 Yr. Paid-up
Advance	na	0	0	0	$0	$0	$0	$0	0	0	0	0
Effort 1	13,700	3,425	2,809	617	$91,557	$20,098	$16,078	$107,635	3,302	2,311	660	330
E2 & Tip-on 1	7,800	1,560	1,279	281	$45,540	$9,996	$7,997	$53,537	1,504	1,053	301	150
Effort 3	4,840	581	476	105	$16,955	$3,722	$2,977	$19,932	560	392	112	56
Effort 4	4,259	639	524	115	$18,650	$4,094	$3,275	$21,925	616	431	123	62
E5 & Tip-on 2	3,620	543	445	98	$15,853	$3,480	$2,784	$18,637	523	366	105	52
Effort 6	4,577	687	563	124	$20,043	$4,400	$3,520	$23,563	662	463	132	66
Effort 7	3,756	376	308	68	$10,964	$2,407	$1,925	$12,889	362	253	72	36
Mop-up	3,380	169	139	30	$4,934	$1,083	$866	$5,800	163	114	33	16
	45,933	7,979	6,543	1,436	$224,495	$49,279	$39,423	$263,918	7,692	5,384	1,538	769

Gift Subs
Totals

	No. Mailed	No. Resp.	No. Paid	No. Billed	Amt. Paid	Amt. Billed	Est. Pay-up Amt.	Net Amt. Paid-up	Net Paid-up	Est. 1 Yr. Paid-up	Est. 2 Yr. Paid-up	Est. 3 Yr. Paid-up
Advance	na	0	0	0	$0	$0	$0	$0	0	0	0	0
Effort 1	3,000	240	204	36	$4,284	$756	$605	$4,889	233	221	12	0
E2 & Tip-on 1	2,576	206	175	31	$3,679	$649	$519	$4,198	200	190	10	0
Effort 3	1,947	97	83	15	$1,737	$307	$245	$1,983	94	90	5	0
Effort 4	1,849	148	126	22	$2,641	$466	$373	$3,014	144	136	7	0
E5 & Tip-on 2	2,171	109	92	16	$1,938	$342	$274	$2,212	105	100	5	0
Effort 6	2,057	103	87	15	$1,836	$324	$259	$2,095	100	95	5	0
Mop-up	1,954	98	83	15	$1,744	$308	$246	$1,991	95	90	5	0
	15,555	1,001	850	150	$17,859	$3,152	$2,521	$20,381	971	922	49	0

Agencies
Totals

	No. Mailed	No. Resp.	No. Paid	No. Billed	Amt. Paid	Amt. Billed	Est. Pay-up Amt.	Net Amt. Paid-up	Net Paid-up	Est. 1 Yr. Paid-up	Est. 2 Yr. Paid-up	Est. 3 Yr. Paid-up
Advance	na	400	360	40	$13,122	$1,458	$1,385	$14,507	398	338	40	20
Effort 1	300	150	135	15	$4,921	$547	$519	$5,440	149	127	15	7
Effort 2	150	95	86	10	$3,116	$346	$329	$3,445	95	80	9	5
	450	245	581	65	$21,159	$2,351	$2,233	$23,393	642	546	64	32

Grand Totals	61,938	9,224	7,974	1,651	$263,513	$54,782	$44,178	$307,692	9,304	6,852	1,651	801

Option C: Bi-Monthly beginning with Issue #75 (Jul/Aug 1992)